THE STRATEGY MANAGEMENT OFFICE
Strategy and Performance in synergy

NIGERIA & WEST AFRICA
FEES IN USD · V3.2

TAA-B01 · EXECUTIVE BRIEFING

AGENTIC AI: THE EXECUTIVE BRIEFING

There is a difference between an AI that drafts something and an AI that has already sent it.

Strategy and Performance in synergy

FORMAT	DELIVERY	FEE	DATES
One day	**In-house only**	**USD 6,500**	**By arrangement**
6 hours · online or on-site	Your organisation only	Whole group, up to 20	Up to 12 months ahead

THERE IS A DIFFERENCE BETWEEN AN AI THAT DRAFTS SOMETHING AND AN AI THAT HAS ALREADY SENT IT

Most organisations have not had to think about the second. That is changing quickly, and the people who will be held accountable for it are rarely the people who understand it.

Over one day you will apply a selection screen to your own operations and find out which processes are genuine candidates for autonomy — and which are being volunteered for the wrong reasons. You will draft an authorisation boundary for one of them. Then you will watch an agent operate entirely within the boundary you wrote, and produce an outcome you have to own.

Six modules. Two simulations. **Delivered privately, to your organisation only.**

WHY THIS BRIEFING EXISTS

THE VOCABULARY IS BEING SET BY THE PEOPLE SELLING IT

Agentic AI is the fastest-moving procurement conversation most senior managers have ever had. Four quite different things are routinely marketed as agents.

Distinguishing them is not a technical skill — it is a governance one, and it is the difference between authorising something you understand and signing something you do not.

WHO THIS IS FOR

This briefing is for the person whose name goes on that authorisation.

WHAT MAKES IT DIFFERENT

01 IT IS NOT A TECHNOLOGY COURSE

No architectures, no vendor tours, no framework of the month. Six hours on processes you already own and decisions you will actually make.

02 THE TRAP IS NOT THAT THE AGENT MISBEHAVES

In the second simulation the agent does exactly what it was authorised to do, and the outcome is still wrong. The lesson is about where you drew the boundary — which is a far more useful thing to learn in a room than in production.

03 ENGINEERED CONTROL VERSUS DOCUMENTED COMMITMENT

The distinction delegates report using longest, developed from our own platform governance work. Applied honestly, most organisations find their oversight arrangements are entirely documented and not at all engineered.

04 PRIVATE BY DESIGN, AND SOURCED

Delivered to one organisation at a time, so the discussion can be about your actual operations and people can speak candidly. Regulatory material is drawn from primary sources — the EU AI Act text, NIST's AI Risk Management Framework, ISO/IEC 42001 and published national frameworks. Not vendor summaries.

WHO IT IS FOR

Directors, department heads, transformation leads, entity heads, and senior managers who will be asked to authorise autonomous systems in their own area of responsibility.

No prerequisites. TAA-B01 sits outside the course pathway — it is a briefing, not a course, and carries no prerequisite in either direction.

WHO WILL TEACH IT

Wale Buraimoh MBA

FOUNDER AND OWNER — THESMO · THESMO EVENTS · THESMO AI

Thirty-five years across the three things this course sits on: building systems, running the projects that put them into a business, and advising the management that has to live with the result. Every Thesmo course is delivered by the person who designed it — which is why a hard question in the room does not get answered with *I will come back to you on that*.

21 YEARS IN STRATEGY AND PERFORMANCE

Most recently Director of Strategy and Risk Management at Sharjah Maritime Academy (2023–2026), where the strategy, risk and project management function was established from nothing — frameworks, policies, processes and the system beneath them. He left in January 2026 to run Thesmo full time.

CONSULTING SINCE 2005

Central Bank of Saudi Arabia; Emirates Nuclear Energy Corporation, a $40bn civil nuclear programme; ADWEA and DEWA; RTA Dubai, Transport for London, and 26 ministries under the Abu Dhabi Executive Council; a federal higher-education system of 17 campuses and 23,000 students.

14 YEARS IN UK FINANCIAL SERVICES

Seven at Barclays Funds leading software development teams, then project management at Newton Investment Management and, as Strategic Projects Manager at Mellon Financial Europe, a strategy implementation programme across five lines of business, eight shared services and 1,500 staff.

A BUILDER, NOT A COMMENTATOR

Architect of PRiiSM, a production performance platform with AI evidence verification, predictive KPI forecasting and Bayesian risk intelligence. The governance material comes from decisions taken on a live system carrying real institutional data.

Two decades of public and in-house delivery across the Gulf and the UK, as a Balanced Scorecard Certified Trainer and a regular trainer on the four-day Certification Boot Camp. Currently a year into two MSc programmes — Artificial Intelligence at the University of Leeds and Financial Management at Alliance Manchester Business School — which is why technical claims here are checked against the primary literature, and why an AI investment is taught as a capital allocation decision rather than a supplier's return figure.

QUALIFICATIONS AND CERTIFICATIONS

POSTGRADUATE	MSc Artificial Intelligence, University of Leeds (2025–27) · MSc Financial Management, Alliance Manchester Business School (2025–27) · MBA, The Open University (1997)
EARLIER	Graduate Diploma in Computer Science, South Bank University (1989–90) — first-class BSc equivalent · Higher National Diploma in Computer Studies, University of East London (1987–89)
CERTIFICATIONS	Balanced Scorecard Certified Trainer · Future Foresight Certified Trainer, Specialist and Practitioner (The Futures School)
EXECUTIVE EDUCATION	MIT Economics for Business · Oxford Executive Finance Programme

Corporate in-house delivery is by the same facilitator. There is no associate pool and no sub-contracted delivery.

YOUR FUNCTION, YOUR SECTOR

Every practical exercise is set in the work you actually do. At the start of the briefing you choose your function, and the scenarios follow. A finance manager does not spend the day working through an HR case.

SEVEN FUNCTIONS

HUMAN RESOURCES	Recruitment, performance reviews, policy, employee queries
FINANCE	Budgets, forecasts, variance analysis, reporting
INFORMATION TECHNOLOGY	Service requests, incidents, change management, documentation
OPERATIONS	Process performance, capacity, quality, supplier management
CUSTOMER SERVICE	Case handling, complaints, service levels, escalations
MARKETING	Campaigns, content, audience analysis, performance reporting
PROJECT MANAGEMENT	Plans, risks, status reporting, resource decisions

NINE SECTORS

Scenarios are built around nine detailed fictional organisations, each with its own history, pressures and data. They are fictional so the work can be realistic without being anyone's — and so nothing said in the room is about a real employer.

GOVERNMENT	Crestholm City Authority
BANKING	Ardent Commercial Bank
HEALTHCARE	Vantage Health Network
EDUCATION	Meridian University
ENERGY	Coreland Energy Corporation

TELECOMMUNICATIONS	Nexbridge Telecoms
RETAIL	Harlow Retail Group
PROFESSIONAL SERVICES	Clarendon Advisory Group
PROPERTY AND INFRASTRUCTURE	Stonepath Development Group

In-house: case material rewritten around your sector

WHAT YOU WILL LEAVE WITH

01 A working definition of an agent precise enough to challenge a vendor claim in a procurement meeting

02 A candidate-selection screen applied to your own operations — volume, frequency, procedural clarity, data currency, and how reversible an error would be

03 A drafted authorisation boundary: scope, stop conditions, escalation path, and the standing decision to shut it down

04 An honest view of your own oversight — which arrangements are engineered controls and which are documented commitments

05 A written position on what you will personally require before signing off an agentic deployment

STRUCTURE

Two live sessions of three hours, with a thirty-minute break. Six contact hours.

SESSION 1	SESSION 2
What an agent is, and the four things routinely mis-sold as one	The authorisation boundary, drafted and then tested
The candidate screen, applied to your own processes	Engineered control versus documented commitment
What must be true first: documentation, data currency, reversibility	Oversight that produces evidence, and close

WHAT IS INCLUDED

TWO INTERACTIVE SIMULATIONS

THE CANDIDATE SCREEN

Six processes, one decision. The one with the cleanest documentation is not necessarily the one you should automate first — and working out why is the exercise.

THE AUTHORISATION BOUNDARY

Draft the boundary. Watch three cycles of an agent operating inside it. Own the result.

MATERIALS

- Your authorisation boundary draft and the candidate screen, in reusable form
- A digital record of your own completed work from the day
- Attendance record for each participant
- A follow-up thirty days later

BEFORE THE BRIEFING

Preparation is light and sits mostly with the sponsor rather than with participants.

ON AGREEMENT	A short brief for the sponsor — what we need to know about your operations, and the handful of choices that shape the day: function emphasis, sector, and whether case material is being tailored
ONE WEEK BEFORE	Six candidate processes. The first simulation screens processes from your own operations. Nominate six and the day is about your organisation; leave it to us and it is about a fictional one
TWO DAYS BEFORE	The primer and joining instructions to every participant, with the link and a technical check
AND NOTHING ELSE	No pre-reading for participants. Senior people do not do it, and a briefing that depends on it fails

DATES, DELIVERY AND FEES

CORPORATE IN-HOUSE ONLY

TAA-B01 is not offered as an open-enrolment course, because the value is in a room where everyone shares the same operations and can speak candidly about them.

NO FIXED COHORT CALENDAR

Dates are set with you and can be booked up to twelve months ahead, which is how most clients secure a slot in a quarter that suits their own planning cycle. Available from January 2027.

WHOLE GROUP, NOT PER DELEGATE	USD
One delivery day, up to 20 participants	6,500
With sector tailoring — case material rewritten for your industry	8,500
On-site delivery, in addition	+2,500

PAYING BY INSTALMENTS

In-house briefings are invoiced to the organisation, and the invoice can be split into as many instalments as your finance function prefers, on dates you set, at no additional cost. The full fee clears before the delivery date. Ask for a payment schedule when you enquire.

Individual delegates booking their own place on an open-enrolment course use the standard instalment terms published in the TAA-101 and TAA-102 brochures — which also allow an individual to reserve and pay towards a course that is not yet dated. Reservations are for individuals; in-house briefings are arranged directly.

BOOKING

Email **training@thesmo.africa** with your preferred dates, approximate delegate numbers and sector. We will confirm availability within one working day and issue an invoice or a payment schedule on agreement.

Payment by bank transfer or corporate purchase order, in Nigerian naira at the CBN rate on your invoice date, or in US dollars if you prefer. Delivery is over Zoom by default; on-site delivery is available on request.

Registering interest in Tier 2 and above. Courses in the pathway above Foundation are dated but their brochures are still in preparation. Email us naming the course codes — TAA-201, TAA-301 and so on — with your role and organisation, and you will have each brochure the day it is issued, ahead of general release. Nothing to pay and nothing to commit to. Fees are set in US dollars and are the same in every market we teach in. Your naira amount is calculated at the Central Bank of Nigeria rate on the day your invoice is issued, and is then fixed on that invoice: it does not move while you are paying it.

CANCELLATION AND POSTPONEMENT

Your contract is with The Strategy Management Office Africa Limited.

NOTICE GIVEN	TERMS
21 or more days before	Full refund less any processing fees, or free rescheduling
10 to 20 days before	50% of fee retained, or free rescheduling
9 days or fewer	Full fee retained; one reschedule permitted within three months

Processing fees. In-house briefings are invoiced and settled by bank transfer, which carries no processing fee — so in practice nothing is deducted. Where an invoice has been settled by card, any refund is made less the processing fee on that payment. If we cancel or postpone, there is no deduction of any kind.

Substitutions are free at any time and do not require notice. If The Strategy Management Office Africa Limited cancels or postpones, you receive a full refund or a rescheduled date at your choosing.

TAA-B01 is contracted with an organisation, not with an individual, so it is a business-to-business agreement. Open-enrolment booking terms are set out in the TAA-101 and TAA-102 brochures.

Contracting entity: The Strategy Management Office Africa Limited, 15b Chief Gbolahan Owolabi Street, Lekki Phase One, Lagos, Nigeria · training@thesmo.africa.

WHERE THIS SITS

Thesmo Training Courses form a twelve-course pathway across four tiers, plus a separate series of one-day executive briefings.

TIER 1 · FOUNDATION No prerequisites, twelve-course pathway	TAA-B01 · 102 · 103	2–3 days	USD 550 – 1,750
TIER 2 · PRACTITIONER Strategy, risk, operations, projects, finance, performance	TAA-201 – 206	2 days	USD 1,500
TIER 3 · ADVANCED The AI-Augmented Manager	TAA-301	3 days	USD 2,250
TIER 4 · LEADERSHIP & EXECUTIVE Senior leaders and the executive immersion	TAA-401 · 501	3–5 days	USD 2,950 – 6,950
B-SERIES · EXECUTIVE BRIEFINGS In-house, no prerequisites — TAA-B01 sits here	TAA-B01 – B04	0.5–1 day	USD 6,500 per day

Any one Foundation course opens the whole of Tier 2. Practitioner courses and above are delivered on PRiiSM, our own strategy and performance platform, and open in 2027.

ABOUT THESMO TRAINING COURSES

Developed by Thesmo AI Consultancy and Training LLC of Abu Dhabi, and delivered in Nigeria by The Strategy Management Office Africa Limited, Lagos. Every course is built against one test: what will you do differently on Monday morning? Anything that does not survive that question does not make it into the room.

www.thesmo.africa · training@thesmo.africa

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Thesmo Training Courses are developed by Thesmo AI Consultancy and Training LLC of Abu Dhabi, United Arab Emirates. In Nigeria they are delivered and contracted through The Strategy Management Office Africa Limited, 15b Chief Gbolahan Owolabi Street, Lekki Phase One, Lagos, Nigeria. Your booking contract is with The Strategy Management Office Africa Limited. Fees are quoted in US dollars; the price shown is the total payable. Course content is reviewed continuously; the published outline is indicative and may be refined. TAA-B01 Brochure · Nigeria · v3.2 · issued 13 September 2026.